



Our Guide to Selling



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Brad Thelin - Our Guide to Selling

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Selling Your Home

Once you make the decision to sell your home, there are questions to consider.

Should you go ahead and make repairs to the home or offer the new buyer an allowance for repairs?

How should you stage your home?

What improvements should you make?

These are just a few of the questions to consider.
We can help walk you through this process.





Choosing the Right Realtor

You should be comfortable with your agent. You want to choose an agent who works for you and with you because you could be going for a roller coaster ride together in order to close.

Choose someone relatable and real. Choose someone good at talking and negotiating. It takes a human being to understand and work to achieve your specific goals. Take time to find a human you respect and trust. Look for passion, conviction and honesty. You want your agent to tell you what it's going to take to get your home to sell faster and for the best price.





Top 4 Reasons Homes Don't Sell

POOR MARKETING



Gone are the days when an agent could simply place your listing with the local multiple listing service, stick a sign in the yard, and wait for another agent to bring forth a buyer. For many years computers and the Internet have changed the face of real estate. Most agents haven't kept up.

According to the National Association of Realtors (2016 study), 94% of all homebuyers now use the Internet for house hunting. Listing agents like Brad are computer-savvy, putting listings on lots of web sites, a benefit when working with out-of-town buyers.

Believe it or not, less than 7% of agents are trained in the fine art of sales and marketing. There are those who rely on a yard sign to do their work for them, and those that put a lot of effort into marketing their listings. **Brad spends more than \$500/month implementing sensational, effective marketing plans for his listings.**

PRICING



Some home sellers want to price their homes above market value, because they think the cushion gives them more negotiating room. But what overpricing actually does is eliminate potential buyers. Others price their homes too low, causing potential buyers to wonder 'what's wrong with it?' **Brad will work with you to get the most money in the least amount of time.**

BAD PHOTOS



You might be surprised how many buyers say 'NO!' to houses simply because of poor photos used in ads, Internet or on the Multiple Listing Service. It's even more amazing that agents let them discard a house based on those criteria, but it happens all the time. Good photos are not always easy to get. The sun isn't always in an ideal position for the photo. The agent might not be capable of taking a good picture, or is just plain lazy. Make sure the house is well represented in all photographs. **Brad hires a professional photographer who will take amazing photos that will work to get your home SOLD.**

YOU HAD A LOUSY AGENT



Yep, they exist: Real estate agents who mislead, misfire and misbehave. Their bad advice can cost you plenty in time, money and the sheer hassle of keeping the place show-ready 24/7. The wrong agent will misrepresent ("Here's what I can get for you if you list with me!"), not market it properly, fail to screen for qualified buyers, be unresponsive to interest from other agents and keep you totally in the dark throughout the process. What's more, if your agent is abrasive, arrogant or simply unknowledgeable, other agents may not want the hassle of showing any of their listings to prospective buyers. **Brad is well liked and well respected by agents in the real estate community and will work hard to get YOU the best price in the least amount of time. Plus, you will be treated with the Respect you deserve; feedback on every showing and great communication!**



Getting Your Home Ready

This is not simply throwing away old magazines and having a cleaning service come in for a deep clean. The idea is to prepare your home where a potential buyer can envision your home as their new house. To accomplish this, you need to think of your house as a marketable commodity rather than your home. Remove all emotion about your home from consideration. To get inspiration, try visiting a model home in your area.

Builders spend a lot of time and money on interior design to optimize the appeal of a home for potential buyers.



TURN YOUR HOME INTO A MODEL HOME

When you visit a model home, you will notice that most of the rooms are devoid of specific personalities. Personal photos, collectibles, trophies, souvenirs and other personal items should be boxed up and put into storage. You are going to have to pack them up eventually when you move into your new home, so go ahead and take care of that now. Once you have those items boxed up, don't just store them in a closet, attic or the garage. Place them in a storage unit away from where potential buyers can see them.

After years of living in your home, it is common to form an emotional bond with items in your home. Excess items tend to collect on shelves, cabinets, in drawers, garages, and attics. You may not realize it, but these items have a negative effect on your potential buyers' view of your home. Your potential buyers need to be able to see the walls. They need to see where their furniture is going to go. Take a step back and image you are the buyer. Ask a good friend to view your home and ask your agent to solicit feedback from viewings to know what you still need to remove. When in doubt, pack it up!

GARAGE AND STORAGE CLUTTER

Once you get everything boxed up, don't just move it into the garage, basement, attic, or closet. Potential buyers view these areas with just as critical an eye as other areas of your home. You're going to be moving anyway. Get those items into storage or make some money with a garage sale and get half the work done when it comes time to move out.

YOU'RE NOT A FURNITURE STORE

When viewing furniture in your rooms, try and think of that room as a hotel room. Just the bare minimums are best. A bedroom should have a bed and dresser and maybe a desk and chair if space allows. Just enough items for our daily living needs. Many people work from home nowadays. If your desk is loaded with paperwork and files, take the time to organize and file your paperwork away. Potential buyers come in all ages and life stages. Just because you have kids and your neighborhood is full of elementary aged children, don't assume your new buyers will have kids. What you see as a cute play area, others may see as junk.



KITCHEN CLUTTER AND THE JUNK DRAWER

The kitchen is generally the heart of every home, so it is best to start there. Look at your counter tops. You will want to have those as clean and clear as possible. Yes, you may use the crock pot a couple times a week and that toaster every morning, but your potential buyers will still see this as clutter. Store the crock pot and any other appliances not used on a daily basis below. Don't be scared of the closet monster for it can make you some extra money. Empty your closets out and make three piles. One for selling and/or donating, one for keeping and one for trash.

Preparing Your Property

The next step in preparing your home to sell is to do a thorough visual inspection of your home. Small imperfections can lead a potential buyer to question what other issues the home may have. You must disclose any known issues with the home to your buyer so it is often best to go ahead and address the issues before they can discourage an otherwise interested buyer. In addition, most home buyers use the services of a certified home inspector to search for issues that may not be obvious. You may want to hire an inspector prior to listing the home so there are no surprises that could potentially derail your sale. You can then provide a copy of the inspection report to any interested buyers as an additional piece of information to help them make a purchase decision.



Did You Know...?



Staging can increase the value of your home!

On average, 32% of homes that have been staged see an offer value increase. We recommend staging whenever possible.

Ask your agent: Brad Thelin C21 Signature Properties for more information.





Preparing Your Property

CEILINGS & WALLS

Inspect your ceilings and walls for paint stains, scuffs, crayon marks from kids, spider webs in the corner and make sure these issues are addressed before showing your home. If you see water stains, including paint or wallpaper that appears to be bubbling or peeling off the wall, you will want to take a closer look to determine if you have a water leak that needs to be corrected.

WINDOWS

Wash any windows that are too dusty or have fingerprint marks on them. Replace any windows that are cracked or broken. Next, it is time to whip out the WD40. Spray down any windows that do not open and close smoothly. Replace any latches that have broken off or no longer function correctly.

DOORS

Keep that WD40 handy and spray any doors that squeak when opening. Wipe down any scuff marks on doors. Make sure sliding glass doors and sliding closet doors move easily in their track.

PAINTING

Regardless of whether you have an old color scheme or just plain white walls, painting is one of the least expensive (if you do it yourself) and most effective things you can do to increase the WOW factor of your home.

FLOORING

Carpeting is often an item that new buyers replace when they buy an existing home. Since you are not buying the carpet for your enjoyment, there is really no need to invest in replacing your carpet unless it appears too old, dated or worn out. However, it is worth hiring a carpet cleaning service to give your carpet a touch up.

FURNITURE

Make sure your rooms are not packed with furniture. Store any excess furniture. That which remains should be clean and undamaged.

FIXTURES

Home fixtures such as sink knobs and faucets, door and cabinet knobs and light switches should be cleaned so they appear as new. Replace any items that appear too worn or dated.

UNPLEASANT ODORS

It may not be noticeable to you as you are used to it, but pet smells and smoking inside create odors that are immediately noticeable to potential buyers when they walk in the door. Consider buying plug in odor eliminator products commonly found at your local grocery store and place them in various rooms throughout your home.





Recommendations

To show your home in the best possible light to potential buyers, here is a list of recommendations:

- Turn on all lights in the home.
- Open all of the window blinds and curtains.
- Make up your beds and put away dirty clothing.
- Clean up the floors and vacuum any carpets.
- Turn on some music - no metal please - and keep it low.
- If you have a home theater - put a movie on.
- Clean up the kitchen.
- Make sure the temperature is comfortable.
- Finally...leave the house, preferably before the buyers arrive.



Eight Affordable Ways to Boost A Home's Curb Appeal

Your home's curb appeal could be a make or break for the amount of showings you have. In the same way curb appeal can attract potential buyers through your door, a less than spectacular home front can also be a detractor.

From upgrading landscaping to refreshing paint, consider these eight affordable ways to boost your home's curb appeal and entice buyers to add your home to their "must see" list:

1. UPDATE OUTDOOR LIGHTING

An easy way to instantly add interest and depth to an outdoor space is to replace dated lighting fixtures with new ones. There are many lighting options on the market in a wide range of colors and styles. Most choices are quite affordable and you will be amazed at what a few dollars can do in upgrading the overall look of your outdoor space.



2. KEEP IT MOWED

A freshly mowed lawn is essential to boosting your curb appeal when trying to sell your home. Mowing your lawn on a weekly or 10 day basis will allow it to grow enough between mows that you don't damage the grass. Make sure to also allow time for edging and clear away any clippings before your house is shown to potential buyers. Keeping your lawn in top condition is always a good idea to boost curb appeal.

3. FIX THE SMALL THINGS

Do a thorough look through your front porch to find any small issues that have gone unnoticed for years. Fix small things like a slit in the window screen, tightening the mailbox, or replacing a burned out lightbulb. Attending to these small things can add up when it comes to receiving an offer for your home.





Eight Affordable Ways to Boost A Home's Curb Appeal

4. ADD SOME FLOWERS

Pick up a few beautiful sets of flowers from the garden center and plant them in a pot next to the front door. Colorful flowers will add instant beauty to the space and welcome guests into your home. Consider adding a few different colors to help create an interesting and inviting atmosphere.

5. TRIM UP SHRUBS

Get out your shears and trim up bushes and plants that have overgrown their spaces. All you need is a little bit of elbow grease to freshen up your landscaping. Trim bushes into eye pleasing shapes with rounded edges and give every plant in your garden enough room to shine while still being a part of the overall landscaping picture.

6. TOUCH UP PAINT

You most likely have a can of leftover paint in the garage or basement. Use this to touch up areas of your house that could use a fresh coat of paint. Consider items like the mailbox, house numbers, or plant pots that have seen a few years since their last painting. If your front door needs some help consider painting it to add a fresh look to your home.

7. POWER WASH IT

You will be amazed by the amount of dirt a good power washing can lift from your home. Renting a power washer for a day is also a good and affordable way to add curb appeal to your home. Another affordable option is to consider borrowing one from a friend to save on expenses. Pay close attention to the outside of your home as well as gutters, patios, walkways, and patio furniture.

8. ADD SOME MULCH

Picking up a few bags of mulch at a garden center is a great way to add instant curb appeal to your landscaping. Mulch not only looks great but it also provides essential help to plants by helping to retain water as well as keeping weeds at bay. Simply add a few inches of mulch around trees and garden beds to instantly raise the overall look of your home.

There are many ways that you can instantly increase your home's curb appeal without breaking the bank. Consider ways that you can help your home for little to no cost. Doing any of these tips can help boost your home's resale value.

Pricing Your Property

Once you have decided to sell your home, you will probably have a ballpark idea of what you think your home is worth.

This number is usually based on what you paid for it, the costs of upgrades you have added and what the neighbors' houses sold for. While your estimated number could be either right on the mark or wildly off base, your real estate agent will have the proper tools to help you determine a realistic asking price.





WHY IS THE ESTIMATE SO LOW?

Often, the price you have in mind is going to be higher than what your home could realistically sell for. Your real estate agent will prepare a CMA (Comparable Market Analysis) to determine the value of your home as compared to the other homes in your area. Consideration is given to factors such as the size of your home and upgrades you have made. However, depending on what the upgrades are, they may not add much to the value of your home. A realistic real estate agent will price your home so that it will sell in the market that exists in your area today.

WHY IS THE ESTIMATE SO HIGH?

If you meet with three different real estate agents, you will most likely receive three different estimates on the value of your home. The difference can vary greatly, even though each agent will have created a CMA for you. Some agents will tell you what you want to hear regardless of what the realities of the market are. They may pull comparable sold homes from out of your area and inflate the value of your upgrades just to obtain your listing. Many sellers are tempted to go with the agent who comes in with the highest listing price. This can often be a mistake as your home will sit on the market and get few showings and fewer, if any, offers. After all, the buyer's real estate agent is going to know the realities of your market and will advise their clients on which homes to view and what the comparable home sales are in your area. If your home sits on the market too long, potential buyers may assume you are getting desperate, and you will start to receive low-ball offers. By overpricing initially, you could end up settling on an offer of a lower price than you would have received if you had priced your home correctly the first time.

WHICH IS FOR ME?

While at first glance it may appear that your real estate agent is taking a big chunk of your sales price, this is actually not the case. The commission you pay is actually split between your real estate agent and the buyer's real estate agent.

COMMISSIONS AND CLOSING

The commission amount a seller pays is normally a percentage portion of the sales price. The percentage rate generally depends on the level of service you want and expect from your real estate agent.

FULL SERVICE AGENT

A full service agent actively markets your property not only to other real estate agents, but to prospective buyers via MLS listing, website listings and traditional media advertising. They may market your home via open houses, being at your home when other agents bring potential buyers over to view your home, and upgraded selling features such as virtual tours. A dedicated agent will work with you to stage your home so it is shown in the best possible light.





Getting to the Closing Table

ACCEPTING THE OFFER

Have your REALTOR® write down what is expected of the seller after accepting an offer. The following is a possible list of items that are important such as dates, contingencies, etc.

- What is the final due date for buyer to have provided evidence of mortgage application?
- What is the final due date for the buyer's earnest money deposit to be placed in escrow?
- What is the final due date for any and all home inspections?
- What is the final due date for both the seller's and buyer's attorney to review any and all documents pertaining to the sale of the property?
- What is the final due date for the seller to provide any and all documents to the buyer and or the buyer's agent?
- What is the final due date for buyer's clear to close from their lender?
- What is the final due date for the final walk through with the buyer?
- What is the final due date to close?

CLOSING ON YOUR HOUSE

- Confirm the final read on all municipalities such as water, gas, electric and etc.
- Confirm all contingencies have been removed and are in writing by all parties.
- Confirm buyer has clear to close from lender, and their funds have been wired to the title company.
- Review any and all closing documents provided by the title company.
- Review any and all documents regarding payouts such as mortgage, property taxes, transfer tax, commissions, escrows, etc.
- Meet with your attorney and sign all the closing documents.
- Get your check and go to your bank and deposit it the same day.



Our Top Five Home Selling Tips

1. BATHROOMS & KITCHEN

Make sure that your bathrooms and en-suites all feel clean and “spa-like” and make sure that you keep it smelling fresh. In the kitchen, try to clean away any food or unnecessary cookware to really show off your countertops and fitted furniture. Create a homely feeling by baking fresh bread or cakes and brewing freshly ground coffee, this can be your secret weapon in securing a sale, as smells ten to help people remember a property.

2. ATTIC OR LOFT SPACES

Clean out any clutter and donate or sell all of the items you no longer need, unless it's an antique or collectible, you probably put the items in the loft because you weren't using them regularly. Try to let go of any junk to show off the storage potential of your property.

3. ALL ROOMS

Try to revert all rooms to their original purpose wherever possible. Potential buyers will not necessarily have the same needs or uses for the rooms in your home as you might have. It is always better to appeal to a generic buyer, for example: If the house started life as a five bedroom property and you've converted one room into an office or gymnasium that can be easily reverted then try to do it, as it may increase your chances of sale as well as the value of the property rising with the added bedroom.



4. LIVING ROOM

Make the room look more spacious by removing a few pieces of furniture and putting away clutter. Remember that your taste may not match your potential buyer, sometimes bold artwork choices or ornaments can really put a buyer off as they can't picture themselves living in the property. Always try to keep things neutral.

5. GARAGE

Firstly, remove any lingering old junk and boxes. Try and clean up any dirt or grease spots and if possible improve the visual appeal by repainting your garage floor. Make room to assure the potential buyer that they can fit their car in the garage even if you don't park it there yourself.





Top Tips For Preparing Your Home For Sale

The most important single reason that a home sells is its Emotional Appeal. Over 90% of buyers in today's market buy on emotion. Looking at your house through "buyer's eyes" can help you prepare your home to sell for the best price, in the least amount of time.

When you begin preparing your home, begin outside and work your way in. Make up a "to do" list as you go along, keeping in mind the importance of first impressions.

EXTERIOR TIPS

It's estimated that more than half of all houses are sold before buyers even get out of their cars. Stand across the street from your home and review its "curb appeal".

What can you do to improve the very first impression?

- ☐ Keep sidewalks and patios hosed off. Hose down house siding to remove cobwebs and dirt. Hose down your garage and clean your driveway of any grease spots. A garage can be an important selling point for your home, and a good spraying with a garden hose and just a drop of industrial strength cleaner can make a big difference.
- ☐ Mow, trim, weed, water lawns and gardens. Add a fresh layer of mulch or gravel if needed and plant flowers for color.
- ☐ The front door is one of the first things prospective buyers see. If it shows signs of wear - clean it, stain, it, or paint it.
- ☐ Make sure the doorbell and porch lights work.
- ☐ Remove trash and debris from the yard and around house.
- ☐ Remove extra vehicles from view.
- ☐ Repair any fences or gates.
- ☐ Remove holiday lights that may still be hanging.
- ☐ Paint exterior window sashes, trim, and shutters
- ☐ Apply fresh paint to wooden fences
- ☐ Buy a new welcome mat
- ☐ Place potted flowers near the door
- ☐ Clean windows inside and out
- ☐ Power wash the home's exterior
- ☐ Ensure gutters and downspouts are firmly attached and functioning





Top Tips For Preparing Your Home For Sale

INTERIOR TIPS

When showing your home to prospective buyers you want to make everything look spacious, organized, bright, warm, and “homey.” Start with a full house cleaning from top to bottom. Don’t let dirt and clutter obscure your home’s good points. **A clean home will sell a lot faster than a dirty one.**

- ☐ Be sure walls are clean and free of dirt and fingerprints — consider a fresh coat of paint if washing doesn’t do the trick.
- ☐ Wash all windows and sills.
- ☐ Curtains and drapes should be freshly cleaned.
- ☐ Arrange furniture to make rooms appear spacious and attractive.
- ☐ Evaluate the furniture in each room and remove anything that interrupts the flow or makes the room appear smaller. Consider renting a storage unit to move the items off-site.
- ☐ Clean all light fixtures and ceiling fans
- ☐ Have carpets cleaned
- ☐ Make minor repairs
- ☐ Replace any burned out light bulbs. You can make rooms seem warmer and brighter by using high intensity light bulbs that give the house a warm glow.
- ☐ Discard or replace any dying houseplants.



KITCHEN & BATH TIPS

The bathrooms and kitchen are focal points for most buyers. Be sure those rooms are clean and clear of clutter.



- ☐ Clear extra appliances, accessories, etc. from counters.
- ☐ Polish sinks and remove stains.
- ☐ Clean appliances thoroughly inside and out.
- ☐ Straighten and remove excess papers from kitchen memo area.
- ☐ Clean out your cabinets and drawers and make them look as organized as possible.
- ☐ Buy a new shower curtain.



Top Tips For Preparing Your Home For Sale

UNCLUTTERING TIPS

Eliminating clutter will give your home a more spacious look. By removing or storing things you don't need, you create a roomy, comfortable feeling that will be inviting to prospective buyers. If a house is too cluttered, buyers have trouble imagining themselves and their belongings in it. Remember, when in doubt—move it out!

- ❑ Have a garage sale! Not only will you be reducing clutter, but you can use the money you earn to finance your touch-ups.
- ❑ Straighten bookshelves and remove unnecessary papers from coffee tables.
- ❑ Clean out closets to display their roominess. Prospective buyers love to inspect for storage space, so it's important to make whatever closets you have look as spacious as possible. Another trick is to clear the floor space in closets.
- ❑ Be sure clothes are hung neatly and shoes and other objects are neatly arranged. If something you have stored away hasn't been worn or used in the last year, chances are it never will be. Give it away, sell it, or pack it neatly in a box and store it in the garage.
- ❑ In children's rooms, straighten or store extra toys and remove distracting posters. Arrange toys to look fun and inviting, open a book on a nightstand, add a flowering plant and arrange decorative pillows or shams on the bed.
- ❑ If you have a spare room or storage area, turn it into an area with a purpose. If it's too small to be a bedroom, turn it into a hobby center, study or office.
- ❑ Again, consider renting storage space to move out items you won't need before you move.



CLEANING TIPS

When a home is clean, it gives the impression that it has been well cared for. Some fresh paint and a one-time professional cleaning service can make your house look like new.

- ❑ Polish all brass and chrome fixtures.
- ❑ Polish mirrors so they sparkle.
- ❑ Scrub and wax floors.
- ❑ Have carpets professionally cleaned and deodorized.
- ❑ Clean and deodorize garbage areas.
- ❑ Clean sliding door track so that the door moves quietly and smoothly.
- ❑ Be sure every room smells as good as it looks, paying special attention to pet areas, children's nurseries and bathrooms.



Top Tips For Preparing Your Home For Sale

NEUTRALIZING

Try to create an appearance that allows the buyers to picture themselves living there. Neutral paint, décor and carpeting create a home for any lifestyle.

- ❑ Eliminate distracting colors and accessories so that buyers can concentrate on positive impressions.
- ❑ Brighten things with fresh paint. White, off white, or beige walls make a room look bigger and lighter. Interior painting costs very little, and it can make a big difference in buyer perception—so go ahead and do it.

REPAIRING TIPS

Making little repairs can make a big difference. Although many families learn to live with a broken doorknob or a cracked window—all of these little things should be fixed when selling your home. The savvy homeowner concentrates his efforts on cosmetic repairs that cost relatively little but return a lot on the investment (don't forget those first impressions!).

- ❑ Replace any cracked windows and torn screens
- ❑ Repair leaking faucets, running toilets, grout, and caulking as needed.
- ❑ Patch and paint wall and ceiling cracks.
- ❑ Repair or replace loose doorknobs, drawer pulls, sticking doors and windows, warped drawers, cabinet handles, towel racks, switch plates and outlet covers.
- ❑ Tack down any loose molding and glue down any lifted wallpaper.
- ❑ Repair leaking faucets, running toilets, grout, and caulking as needed.
- ❑ Replace any cracked windows and torn screens



DON'T OVER IMPROVE

Preparing your home for sale doesn't need to be expensive or time-consuming, as long as you keep up with normal maintenance. In the event you do not have the time to do the cleaning or repair work, consider hiring a professional: it could save you time and money later. And a few hundred dollars well spent can be the best investment you'll ever make. Remember, you need to think like a buyer now and have a critical eye.



Top Tips for Showing Your Home

When it's time for buyer's agents to show your home, all your preparations will be worth the effort. **Here are a few final tips that can add that extra touch.**

- ❑ The television and radio should be turned off. Let the buyer's agent and buyers talk, free of disturbances.
- ❑ Send children and pets outdoors to play. This will eliminate confusion and keep the prospect's attention focused on your home.
- ❑ Be absent during showings. Many prospects feel like intruders when owners/occupants are present. They tend to hurry away or fail to ask their agent the questions they'd really like to ask. Your absence will put buyers at ease and give them a chance to spend more time looking at your home and absorbing its advantages.
- ❑ Leave drapes open for light and airiness. If it's evening, all lights should be turned on to give the rooms a larger appearance and a cheerful effect.
- ❑ Be sure the kitchen sink is free of dishes and rooms are uncluttered. Make sure trash baskets are empty.
- ❑ Make sure rugs are clean and straight. Set a comfortable temperature. Do a "onceover" cleaning— vacuum, sweep, and dust. Final check every room.
- ❑ If you are at home during the showing, be courteous but don't force conversation with the potential buyer. They want to inspect your house— not pay a social call.
- ❑ Open windows to freshen rooms. Set tables with flowers and linens.
- ❑ Never apologize for the appearance of your home—after all, it has been lived in.
- ❑ The buyer's agent knows the buyer's requirements and can better emphasize the features of your home when you don't follow along. You will be called if needed.
- ❑ Let Brad discuss price, terms, possession and other factors with the customer. He is better qualified to bring negotiations to a favorable conclusion.
- ❑ If buyers just drop by and is not accompanied by a real estate agent, it's best not to show your home. Ask for their names and phone number and provide it to us for follow-up. (Most agents screen calls so you don't waste time showing to someone who isn't qualified or, worse yet—a potential burglar.)
- ❑ Lockboxes are used on some houses. This requires the visiting agent to enter a code to access the house key. All showings are coordinated through me or via online system called Showing time.





Legal Advice

Buying or selling a home can be a confusing process, especially if it is your first time.

If you are going through the process right now, the following provides basic information on some key rights and some topics buyers and sellers should be aware of: homestead exemptions and buyers' deposit rights.



The information provided does not, and is not intended to, constitute legal advice; instead, all information and content are for general informational purposes only. Information contained in this book may not constitute the most up-to-date legal or other information. Readers should contact their attorney to obtain advice with respect to any particular legal matter. No reader should act or refrain from acting on the basis of information without first seeking legal advice from counsel in the relevant jurisdiction. Only your individual attorney can provide assurances that the information contained herein - and your interpretation of it - is applicable or appropriate to your particular situation.



In today's volatile real estate market, experienced representation is crucial to protect your interests during each and every step of a real estate transaction. Buying and selling property in both commercial and residential markets is more complicated than ever before.

Real estate attorneys represent clients in all phases of these transactions, including preparation and review of:

- Real Estate Purchase and Sale Agreements Land Surveys
- Financing Documents
- Deed Restrictions
- Closing Documents

KNOW YOUR RIGHTS CONCERNING REAL ESTATE DEPOSITS ON NEW HOMES

If one is buying a new home, a question that arises is whether or not to place your deposit in escrow or release the funds to the builder. The buyer has a choice and must decide in writing which option to choose. At a first glance the decision would appear simple: Just put the money in escrow where it is safe and secure. However, the decision requires carefully weighing factors, such as whether or not the builder is likely to complete the project, as well as the general risk tolerance of the buyer.

If the buyer elects to place the earnest money deposit in escrow, the builder has the right to charge the purchaser the builder's cost of borrowing that amount of money, less any interest that the builder is able to obtain on the escrows while the deposits are being held in the bank.

If you would like to know more about your rights and other legal and financial benefits of homeownership, there are many real estate attorneys who may be able to help.

INHERITED PROPERTY

The process of selling an inherited home can become very complicated. There are different procedures that have to be worked through before selling the property. The more you know on the specific topics, the easier it will be for you to manage the sale.

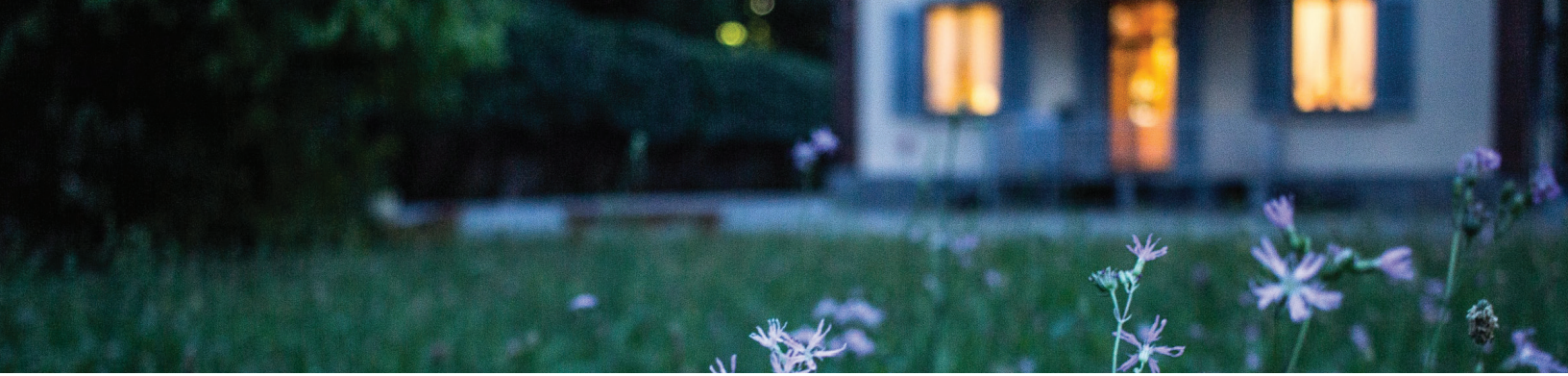
IS THERE A VALID WILL?

The first step in the process will be to determine whether the deceased individual has a valid will. When a person dies and they leave a will they are referred to as a "testate". If the decedent passes without leaving a will, they are referred to as an "intestate". **There are typically two different estate proceedings that will be followed, they are:**

Probate: If the person who died had a will, then you will be forced to go through probate to divide up the assets in question.

Administration: If the person dies without a will, then you will file for an administration and the property will be divided by law. Probate is the court process by which a will is proved either valid or invalid.

This process is held in the hands of the surrogate court and they will need to see that the will is proved to satisfaction. Once the will is deemed valid, the executor, who is named in the will, will be appointed to distribute the estate. At this time they will attempt to move forward with the wishes of the individual who passed.



FILING FOR PROBATE

Be sure that you list all of the “heirs” on the probate petition. The “heirs” must also be served with a notice. Once this happens, the surrogate courts will not have control over the “heirs”. At this point, the notice that was delivered will make the “heirs” aware that the executor has filed for the authority of the estate. If the will has beneficiaries that are due to receive assets in the will, they must be notified of the probate proceedings.

OPTIONS WHEN SELLING AN INHERITED HOME

At this point, we have the specifics out of the way in regards to the inherited sale process. Those initial steps can become very complicated. It is best if you take the extra step and continue to educate yourself, so you will be more comfortable throughout the process. We hope that you now understand the preliminary steps and the tax implications of the sale. When it comes to the sale of your real property, there are a couple options that you can consider. Each option offers its own unique benefits to the new homeowner. The option you choose will depend on:

- The market conditions
- Your current financial status
- The condition of the home
- The location of the home
- Your knowledge of real estate
- Your intentions for the home

THE FOUR PRIMARY OPTIONS

There are four primary options that you have when it comes to selling your property:

- Listing with an agent
- Selling to a real estate investor For sale by owner
- Renting the home out

LISTING WITH AN AGENT

Selling your home with a real estate agent is the traditional route that most homeowners use to sell. If this is the vehicle that you intend to use, hiring a real estate agent does not mean that you are no longer involved in the transaction. You should do some research on your local market. This will help you better understand the market conditions. Finding out if you are in a buyer’s market or seller’s market can also help.

The benefits of listing your home with a real estate agent are:

- They do understand the market and the conditions. They have the tools to price your home right. They will handle all the negotiations.
- They are in charge of the showings/open houses. They handle the marketing and paperwork.
- They should have a network of other agents, who can bring potential buyers.
- Have access to the MLS to list.





Why Is My Home Special

We're sure you have enjoyed living in your home and have been pleased with its many features. We want to make sure we tell prospective buyers about all the special features of your home. Please fill in the items below so I can target our marketing efforts to those prospects most likely to buy your home.

HOME FEATURES THAT WE HAVE REALLY ENJOYED:

THE TYPE OF PERSON I THINK WOULD LOVE MY HOME THE MOST IS:

...BECAUSE OF THESE FEATURES:

YOUR NAME:

YOUR PROPERTY ADDRESS:

HOW WOULD YOU DESCRIBE YOUR HOME TO A BUYER?

WHAT ARE THE FEATURES YOU LIKE MOST ABOUT YOUR NEIGHBORHOOD/AREA:



About Brad Thelin, REALTOR®



Brad Thelin is an award-winning and service-oriented full time professional real estate agent in Southeastern Massachusetts. His focus is on helping buyers and sellers have a stress-free, efficient, and smooth real estate transaction experience. To accomplish this, Brad provides ongoing and transparent communications to his clients and prioritizes customer service and satisfaction above all else.

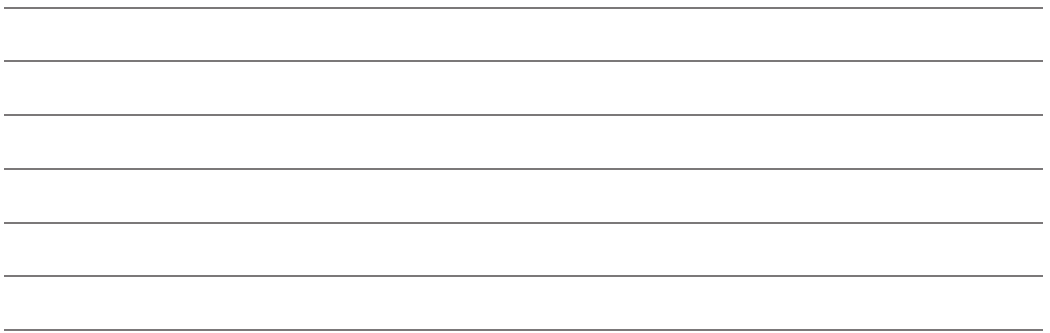
Prior to becoming a full time REALTOR®, Brad worked as a Senior Network Engineer for 20 years. Some of his responsibilities included managing the intricacies of business networks, project managing high level, complex initiatives, and writing technical documentation. This past work and project management experience allows him to be task-oriented, pay close attention

to real estate details, keep transactions moving forward, and be focused on his clients in order to provide exceptional service.

Brad holds several professional awards and designations, including the Quality Service Producer Award (2018), the Quality Service Pinnacle Producer Award (2019, 2020) and several real estate service recognitions in 2020. His education includes a Bachelor of Science degree in Resource Conservation from the University of Montana - Missoula as well as years of continuing education in real estate. In addition, he is a member of the National Association of Realtors (NAR), the Massachusetts Association of Realtors (MAR), and the Southeastern Massachusetts Association of Realtors (RASEM). He is also a qualified and trained Senior Real Estate Specialist (SRES).

When not working, Brad enjoys spending time with his beautiful wife and 2 children, often engaged in outdoor activities such as hiking, camping, and kayaking. In addition, Brad enjoys giving back to the community as a Town Meeting Representative, past member of the Town of Dartmouth's Historical Commission, past Secretary of the Dartmouth Rotary, elected member of the Dartmouth Housing Authority and longtime volunteer for Dartmouth Natural Resources Trust.

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